3M . . .

Continued from page 1

million a year and about 1,000 employees at its site in the Maplewood section of this city. Now, 3M's revenues are on the order of $6.6 billion, and it has slightly less than 12,000 workers at the Maplewood headquarters.

Eastern Heights State Bank of St. Paul, which started with three employees and a minimum amount of capital in 1958, now has a work force of 80 and assets of $110 million. Eastern Heights now has its own building near the Sun Ray Shopping Center and is the largest bank in the Maplewood area, the eighth largest bank in St. Paul, and the 30th largest bank in the Twin Cities.

The bank was chartered as a convenience to 3M employes at the Maplewood site, which has since become the company's headquarters.

When 3M built two central research buildings at Maplewood in the early 1950s, employees there complained they had no place to deposit their paychecks and withdraw money.

So in 1956, 3M asked First Banks System if it would start a new bank at the site. First Banks agreed, and applied for a new bank charter. Although the state approved the charter, the Federal Reserve denied it.

First Banks suggested that 3M start the bank itself, while First Banks fought the ruling in the courts. First Banks lost. Mr. Hubbell prevailed on 3M executives to keep the bank, and 3M ended up in the banking business.

"Employees here like being employees of 3M," Mr. Hubbell said. The bank employees have the same benefits, retirement plans, and job opportunities as other 3M employees. Bank employees also have first crack at other 3M job openings, and vice versa, and transfers between the two are not uncommon.

Still, one of the only direct contacts between the bank and its parent is a personnel liaison between the two companies. And although the 3M logo is placed next to its name on most of its literature and the personal checks it issues, the bank doesn't promote its relationship with 3M.

"We don't emphasize the relationship — we don't wear it on our sleeves," Mr. Hubbell said. "But I think people have more confidence in the bank knowing that 3M is behind it."

Holding Companies Formed

Restrictive bank laws have made commercial-company ownership of banks extremely rare ever since the Depression. Misuse of banks by their commercial owners was at least partly responsible for the collapse of America's financial system at that time.

Commercial firms found ways to skirt the law by forming bank holding companies, indirectly owning the banks through those companies. But the federal Bank Holding Company Act closed this loophole in 1970, requiring nonbanking companies that owned banks to divest the banks within about 10 years.

3M applied for an exemption to the 1970 law, and was one of only nine companies around the country to be granted an exemption, according to Charles Blair, an officer at the Federal Reserve Bank of Minneapolis who reviewed bank holding company applica-

➤ 3M: Page 7

Mortgage Cos. . . .

Continued from page 1

"it's certainly understandable that many smaller mortgage bankers would succumb to the temptation of selling."

Among the top 300 mortgage companies, a record 55 indicated they had acquired servicing from other institutions. The previous record high was 51, set last year. Of these 55 companies, 22 of the acquisitions were either outright mergers, or acquisitions of another company's entire portfolio.

"Having been involved in the sale of a major block of servicing this past week, it is apparent that the stategic plans of many diversified financial service companies call for the aggressive building of loan portfolios through bulk purchases of servicing," Mr. Trautman said.

The Four Largest Acquisitions

Since yearend, the largest mortgage company acquisition was by First National Bank of Boston, which acquired 20th-ranked Stockton, Whatley, Davin & Co., Jacksonville, Fla., and its $3.9 billion servicing portfolio. The bank also owns the 71st-ranked Mortgage Corp. of the South, in Birmingham, Ala., which has a $1.4 billion portfolio.

The next largest mortgage company acquisition was made by Mellon National Corp., Pittsburgh, last April. It acquired 32d-ranked Mortgage and Trust Inc., Houston, and its $2.7 billion portfolio.

Mellon has three other mortgage company subsidiaries with a combined servicing portfolio of approximately $2.6 billion. They are 89th-ranked Carruth Mortgage Corp., Metairie, La.; 97th-ranked Mellon Mortgage Inc.-East, Cleveland; and 175th-ranked Mellon Mortgage Inc.-West, Denver.

The third largest mortgage company acquisition was by T&N Holding Co., Monroe, La., which acquired First Fidelity Mortgage Co., Monroe. First Fidelity had $1.3 billion in servicing and ranked 66th in June 1982. Its servicing was transferred to T&N's mortgage subsidiary, 40th-ranked Troy & Nichols Inc., Monroe.

Ralph C. Sutro Co., Los Angeles, a subsidiary of Metropolitan Savings Bank, Brooklyn, N.Y., acquired International Charter Mortgage Corp., Hato Rey, P.R. International Charter was the 92d largest mortgage company in the nation on June 30, 1982, with $897.9 million in servicing.

Subsidiary Consolidation and Mergers

Two mortgage companies — 15th-ranked Colwell Financial Corp., Los Angeles, and 30th-ranked First Security Realty Services, Logan, Utah — were involved in mergers which consolidated subsidiary operations under one company.

Colwell Financial, formerly Colwell Co., was acquired by Mercury Savings Association, Wichita Falls, Tex., from Baldwin-United Corp., Cincinnati, in the first half of 1983.

Colwell then acquired the four remaining subsidiaries of Baldwin-United. These companies were: Baldwin-United Mortgage Co., Louisville, Ky., which had $544 million in servicing on June 30, 1982, to rank 137th; Fulton & Goss, Cleveland, which ranked 206th a year ago with $270 million in servicing; C.C. Fletcher Mortgage Co., Cincinnati, which had $153 million in servicing at yearend 1982; and Moyer Mortgage Co., Dayton, which ranked 279th at midyear 1982, with $149 million in servicing.

First Security Corp., Salt Lake City, a multibank holding company, consolidated the mortgage servicing operations of six of its subsidiaries into its largest mortgage company subsidiary — Utah Mortgage Loan Corp., Logan, in June. Utah Mortgage, which then changed its name to First Security Realty Services, acquired the servicing portfolios of Securities-Intermountain Inc., Portland, Ore.; First Security Mortgage Co., First Security Bank, and First Security State Bank, all of Salt Lake City; First Security Bank, Boise, Idaho; and First Security Bank, Rock Springs, Wyo.

This consolidation enabled First Security Realty to move up 42 places in rank to 30th place, with $2.88 billion in servicing at midyear, compared with $1.14 billion a year earlier.

The effect of these mergers and portfolio acquisitions has been to consolidate the entire industry.

For example, servicing for the top 300 mortgage companies in the field totaled $353.2 billion on June 30, up $68 billion from $285.2 billion a year earlier. According to data from the Mortgage Bankers Association, or MBA, servicing by the entire mortgage company industry totaled an estimated $370 billion on June 30, 1983, up approximately 15.6% from $319.8 billion from a year earlier.

Thus, the ratio of servicing by the top 300 mortgage companies to all mortgage companies rose to a record 95.9% at midyear from 89.2% a year earlier. The industry figures this year are for the Mortgage Bankers Association's 808 mortgage company members; and last year's figures were for the MBA's 775 mortgage company members.

Increase in Secondary Loan Sales

Since 1976, the ratio of loan sales into the secondary market to originations has steadily increased, moving from that year's low of 27.1%, to 60% at yearend 1982. And for this year's first quarter, 65% of all loans were sold into the secondary market.

A reason for the increase in loan sales over the period — especially over the last three years — is that thrift institutions have been consolidating and selling off their servicing portfolios in an attempt to bolster sagging profits.

This increase in secondary market loan sales has enabled mortgage companies to alter dramatically their share of the mortgage lending market.

For example, in 1975, the savings and loan industry accounted for 53% of mortgage lending, followed by commercial banks with 19%, and mortgage bankers with 18%. However, an MBA spokesperson said that "through the first quarter of this year, the market share of mortgage companies is averaging one out of every three loans, placing them ahead of banks," which now account for 23%. The savings and loans' share of the market has fallen to 38%.

In addition, mortgage bankers have gained servicing shares at the expense of thrifts, by virtue of the Federal Home Loan Mortgage Corp. participation certificates, or Freddie Mac PCs.

Freddie Mac Pass-Throughs

Participation certificates are Freddie Mac's version of pass-through securities. These PCs allow thrifts to boost their liquidity by selling low-yielding mortgages to Freddie Mac and then buying them back in the form of PCs.

Many of these swaps have found thrift portfolios sold as Freddie Mac PCs or Federal National Mortgage Association-backed securities, with a mortgage company packaging the transaction and retaining the servicing.

"We packaged approximately $70 million of FNMA-backed securities for a major thrift during early 1983," said Tom Hammond, chairman and president of the 168th-ranked Hammond Co., Newport Beach, Calif.

"Many regional thrifts don't seem to have the ability to do this for themselves, and we consider this area ripe for potential profits, particularly for loans currently serviced by a mortgage banker," Mr. Hammond said.

The Freddie Mac PC program — or Guarantor Program — began in October 1981. From the program's inception through June 30, 1983, the volume of swaps issued under the program totaled $31.4 billion, according to data from the Federal Home Loan Mortgage Corp. In addition, the volume of swaps in July of this year totaled $1.2 billion, and the August volume totaled $1.4 billion.

Lomas & Nettleton Financial Corp., Dallas, maintained its No. 1 ranking, with $17.8 billion in servicing, up 47.1% from a midyear 1982 level of $12.1 billion. The bulk of the increase comes from the acquisition of Advance Mortgage Corp., Southfield, Mich., in the latter part of 1982. Since yearend, Lomas & Nettleton showed a 2.3% increase from $17.4 billion.

Moving up one place to second was Norwest Mortgage Inc., Minneapolis, which posted $9.6 billion in servicing, up a robust 57.4% from last year's $6.1 billion. Norwest was formerly Banco Mortgage Co.

Also advancing one spot in the ranking is Manufacturers Hanover Mortgage Corp., Farmington Hills, Mich. Manufacturers reported servicing of $9.1 billion for June 30, 1983, up 50.1% from last year's $6.0 billion. The company acquired $1.7 billion in servicing from Genstar Mortgage Co., Glendale, Calif.

Dropping two places to rank fourth, Weyerhauser Mortgage Co., Los Angeles, showed $7.7 billion in mortgage servicing, down 0.1% from $7.8 billion. Remaining in fifth place is Fleet Mortgage Corp., Milwaukee, where servicing increased 12.9% to $6.6 billion from $5.9 billion in 1982.

Other Survey Findings

• Servicing for the top 100 mortgage companies increased 25.7% to $272.5 billion, from $216.8 billion; the second 100 was up 17.8% to $57.5 billion from $48.8 billion; and the third 100 rose 19.6% to $23.2 billion from $19.6 billion.

➤ Mortgage Cos.: Page 50

Bassin Named EVP Of Dime Savings

NEW YORK — Arthur J. Bassin, 39, has been elected executive vice president and chief financial officer of The Dime Savings Bank of New York.

Mr. Bassin will be responsible for all the bank's consumer banking activities in New York City, Long Island, Westchester and Rockland counties, and the Albany region.

Harry Albright, chairman and chief executive officer of the bank, said Mr. Bassin bring his commercial banking experience to the bank and rounds out the reorganization of the bank on the senior staff level.

Before joining the Dime, Mr. Bassis spent 14 years at Citibank, where he held a variety of financial, branch management, and marketing positions in the United States and in Europe. For the past five years, Mr. Bassin had been involved in Citibank's New York banking division, most recently as head of marketing and business development. ■

The Top 300 Mortgage Companies

Based on Volume of Permanent Mortgages Serviced on June 30, 1983 (a)

Compiled by American Banker Copyright 1983

Rank 6/30/83	Name of Firm & Headquarters City	Dollar Volume of Mortgages Serviced 6/30/83	Dollar Volume of Mortgages Serviced 6/30/82	Rank 6/30/82	Gain in Rank	No. of Mortgages Serviced 6/30/83	No. of Investors 6/30/83 Excluding GNMA Pools	No. of Investors 6/30/83 GNMA Pools
1	Lomas & Nettleton Financial Corp., Dallas	$17,762,566,000	$12,075,037,043	1		676,452	1,000	1,812
2	Norwest Mortgage Inc., Minneapolis (b)	9,636,133,117	6,121,000,000	3	+ 1	155,485	140	563
3	Manufacturers Hanover Mtge. Corp., Farmington Hills, Mich	9,026,360,000	6,012,339,000	4	+ 1	270,122	525	1,179
4	Weyerhaeuser Mortgage Co., Los Angeles	7,749,252,000	7,760,565,000	2		183,955	429	1,445
5	Fleet Mortgage Corp., Milwaukee (c)	6,637,000,000	5,880,620,000	5		233,614	647	1,736
6	Suburban Coastal Corp., Wayne, N.J	5,987,000,000	5,310,025,000	6		117,818	179	573
7	Colonial Mortgage Service Co., Philadelphia	5,932,684,292	4,474,000,000	8	+ 1	158,295	476	659
8	Kissell Co., Springfield, Ohio	5,912,443,479	4,066,614,020	10	+ 2	221,569	374	476
9	Ralph C. Sutro Co., Los Angeles	5,601,000,000	3,720,550,052	17	+ 8	131,518	270	838
10	Cameron-Brown Co., Charlotte, N.C	5,097,629,000	4,023,586,790	11	+ 1	141,772	395	523
11	First Interstate Mortgage Co., Pasadena, Calif. (d)	4,941,259,909	3,661,000,000	19r	+ 8	74,941	304	180
12	Goldome Realty Credit Corp., Buffalo, N.Y	4,700,299,349	-----	...		93,222	141	126
13	Merrill Lynch Mtge. Corp., Stamford, Conn	4,700,000,000	3,777,000,000	15	+ 2	57,000	80	552
14	Wells Fargo Mortgage Co., San Francisco	4,514,186,454	4,292,613,000	9		86,634	340	1
15	Colwell Financial Corp., Los Angeles (e)	4,429,136,000	3,221,250,000	22	+ 7	139,465	490	1,325
16	Commonwealth Mortgage Corp., Houston	4,244,419,851	1,839,459,006	39	+23	117,700	576	944
17	Chemical Mortgage Corp., Columbus, Ohio	4,066,851,139	3,987,647,863	12		58,303	200	360
18	Alliance Mtge. Co., Jacksonville, Fla. (f)	4,037,960,584	2,786,535,154	24	+ 6	90,011	147	947
19	Richard Gill Co., San Antonio, Tex	4,008,504,803	3,921,753,294	13		100,534	272	993
20	Stockton, Whatley, Davin & Co., Jacksonville, Fla	3,921,405,249	3,449,271,000	21	+ 1	117,436	323	402
21	Bowest Corp., La Jolla, Calif	3,886,603,000	2,129,998,180	30	+ 9	85,400	180	387
22	Shearson/American Express Mortgage Corp., Irvine, Calif	3,845,359,724	3,477,087,225	20		85,710	313	314
23	Crocker Mortgage Co. Inc., Los Angeles	3,818,619,299	3,585,341,955	19		67,492	106	61
24	Security Pacific Mortgage Corp., Denver	3,800,000,000	3,855,717,858	14		80,180	320	758
25	Bankers Mortgage Corp., Columbia, S.C	3,762,961,194	3,686,419,763	18		117,972	232	863
26	Genstar Mortgage Corp., Glendale, Calif	3,751,639,000	3,760,000,000	16		95,846	161	924
27	Rainier Mortgage Co., Seattle	3,172,645,045	2,732,092,527	25		82,667	163	485
28	Southeast Mortgage Co., Miami	3,064,600,000	2,647,600,000	26		68,200	324	416
29	General Electric Mtge. Cp., Portland, Ore	2,979,500,000	1,688,454,124	43	+14	69,332	181	1,017
30	First Security Realty Services, Logan, Utah (g)	2,877,233,805	1,141,450,270	72	+42	77,476	270	659
31	Seafirst Mortgage Corp., Seattle	2,835,900,000	3,050,000,000	23		63,000	336	45
32	Mortgage & Trust, Inc., Houston	2,732,902,883	2,562,634,433	27		80,079	267	416
33	F & M Mortgage Corp., Richmond, Va	2,732,412,688	2,179,332,766	29		65,056	217	486
34	Waterfield Mortgage Co., Inc., Fort Wayne, Ind	2,700,000,000	2,081,000,000	32		92,000	120	500
35	Transamerica Mortgage Co. of Calif., San Francisco	2,491,858,719	2,121,621,615	31		71,261	178	336
36	VNB Mortgage Corp., Richmond, Va	2,486,000,000	2,282,715,689	28		83,600	160	412
37	Coldwell Banker Commercial Group, Inc., Los Angeles	2,425,007,425	2,073,246,973	33		8,002	N.A.	5
38	Fort Worth Mortgage Corp., Tex	2,311,653,473	1,867,493,521	37		54,887	475	275
39	Lumbermen's Investment Corp., Austin, Tex	2,299,999,370	1,935,272,158	35		78,662	207	511
40	Troy & Nichols, Inc., Monroe, La	2,211,249,390	671,862,105	117	+77	95,636	287	494
41	B.F. Saul Co., Chevy Chase, Md	2,200,000,000	------	...		21,400	58	68
42	Old Stone Mortgage Corp., Seattle (h)	2,178,599,000	1,208,142,829	65	+23	64,808	159	359
43	Northland Mortgage Co., St. Paul, Minn	2,177,462,753	1,916,192,770	36		35,855	228	238
44	Citicorp Homeowners Inc., St. Louis (i)	2,130,292,878	1,181,074,735	68	+24	64,215	311	314
45	Reilly Mtge. Group, Inc., Washington, D.C	2,120,939,360	1,600,000,000	45		633	26	41
46	New York Guardian Mortgagee Corp., Hempstead	2,093,095,606	1,765,523,154	40		60,960	31	1,191
47	STM Mortgage Co., Dallas	2,052,700,000	1,860,000,000	38		65,461	193	316
48	Allstate Enterprises Mortgage Corp., Deerfield, Ill	2,017,174,302	1,524,804,495	47		59,028	193	373
49	Foster Mortgage Corp., Fort Worth, Tex	2,000,214,614	1,477,784,719	51	+ 2	49,255	276	450
50	Rouse Real Estate Finance, Inc., Columbia, Md	1,978,917,500	1,749,425,007	42		21,634	86	186
51	Gilldorn Mtge. Midwest Corp., Schaumburg, Ill. (j)	1,931,961,473	2,050,629,000	34		74,855	251	372
52	Jersey Mortgage Co., Elizabeth, N.J	1,926,268,209	1,755,250,054	41		43,657	93	178
53	J. I. Kislak Mortgage Service Corp., Miami	1,921,388,243	1,486,698,588	49		85,514	210	320
54	Chase Home Mortgage Corp., Montvale, N.J	1,814,855,000	1,559,400,000	46		52,820	38	175
55	Citicorp Real Estate, Inc., New York	1,810,802,545	763,000,000	103	+48	814	39	73
56	Lincoln Service Corp., Owensboro, Ky	1,778,372,826	------	...		32,565	83	246
57	Engel Mortgage Co., Inc., Birmingham, Ala	1,772,046,782	1,643,148,212	44		58,496	137	471
58	Wachovia Mortgage Co., Winston-Salem, N.C	1,736,021,107	1,428,381,563	54		44,947	130	240
59	Charles F. Curry & Co., Kansas City, Mo	1,680,000,000	1,450,000,000	53		54,700	128	779
60	FBS Mortgage Corp., Minneapolis	1,635,829,000	1,200,856,000	66	+ 6	27,496	169	207
61	Latimer & Buck, Inc., Philadelphia	1,608,372,000	1,303,018,094	57		30,725	39	0
62	Collateral Investment Co., Birmingham, Ala	1,568,348,230	1,476,586,602	52		59,877	101	314
63	California Mortgage Service, Tustin	1,513,552,557	1,478,417,638	50		44,366	67	306
64	Midland Mortgage Co., Oklahoma City	1,507,659,606	1,498,099,129	48		48,122	143	364
65	North American Mortgage Co., Houston	1,488,905,000	1,167,697,884	69	+ 4	25,465	225	150
66	Guild Mortgage Co., San Diego, Calif	1,457,207,896	1,119,915,632	76	+10	30,089	75	264
67	Knutson Mortgage & Financial Corp., Minneapolis	1,456,442,603	1,159,280,190	70	+ 3	37,567	200	425
68	Real Estate Financing Inc., Montgomery, Ala	1,456,240,925	1,403,770,225	55		42,410	109	314
69	RIHT Mortgage Corp., Charlotte, N.C	1,441,000,000	------	...		22,443	20	298
70	Weaver Bros., Inc., Chevy Chase, Md	1,426,200,000	1,330,987,000	56		31,363	54	190
71	Mortgage Corporation of the South, Birmingham, Ala	1,419,476,895	1,232,740,293	63		59,109	263	237
72	Ryan Mortgage Co., Arlington, Tex	1,333,597,235	1,158,045,345	71		26,161	117	154
73	American Mortgage Co., Houston	1,310,665,405	1,095,893,000	79	+ 6	32,322	236	251
74	Plaza Mortgage Co., Los Angeles	1,293,677,831	840,357,000	97	+23	25,834	60	285
75	American Fletcher Mtge. Co., Inc., Indianapolis	1,292,895,947	1,248,963,188	60		26,779	148	64
76	Peoples Mortgage Co., Seattle	1,290,679,503	1,249,041,441	59		36,123	68	252
77	NBD Mortgage Co., Troy, Mich	1,283,035,324	1,236,589,706	62		44,699	78	130
78	Standard Mortgage Corp., New Orleans	1,283,000,000	1,239,000,000	61		30,073	153	108
79	Murray Investment Co., Dallas	1,279,533,531	1,080,985,000	81	+ 2	29,170	183	210
80	IntraWest Mortgage Co. Denver (k)	1,242,147,333	1,208,741,988	64		24,048	184	145
81	Ryan Financial Services, Pittsburgh	1,234,592,301	968,073,843	88	+ 7	26,311	75	286
82	National Mortgage Co., Memphis, Tenn	1,214,534,234	1,090,320,583	80		56,389	101	308
83	Western Mortgage Loan Corp., Ogden, Utah	1,213,644,000	1,138,891,577	73		23,297	42	409
84	Nowlin Mortgage Co., Fort Worth, Tex	1,195,000,000	925,803,293	91	+ 7	23,009	212	145
85	Abacus Real Estate Finance Co., Chicago	1,185,555,428	1,132,331,607	75		1,159	49	0
86	American General Mortgage Corp., Houston	1,173,505,217	1,100,000,000	77		17,553	42	3
87	United Virginia Mortgage Corp., Richmond	1,167,600,000	1,027,297,041	84		32,900	194	159
88	Mortgage Investment Co. of El Paso, Tex	1,162,411,345	1,080,081,197	82		35,666	121	165
89	Carruth Mortgage Corp., Metairie, La	1,160,753,398	943,365,067	89		28,950	82	176
90	Margaretten & Co., Inc., Perth Amboy, N.J	1,160,097,960	691,000,000	112	+22	24,973	58	183
91	First Atlanta Mortgage Corp	1,136,392,317	708,942,542	108	+17	35,777	93	297
92	North Central Financial Corp., Dayton, Ohio	1,118,881,866	784,875,267	101	+ 9	40,607	29	195
93	ARCS Mortgage, Inc., Canoga Park, Calif	1,103,368,444	889,519,616	94	+ 1	21,074	50	142
94	Dorman & Wilson, Inc., White Plains, N.Y	1,091,253,000	1,004,223,000	85		1,599	14	0
95	Freedom Mortgage, Tampa, Fla	1,084,877,511	997,387,000	86		28,486	43	68
96	ICM Mortgage Corp., Denver	1,050,004,854	685,551,000	114	+18	16,888	16	290
97	Mellon Mortgage Inc.-East, Cleveland	1,011,520,462	894,322,701	93		23,201	77	195
98	Kentucky Mortgage Co., Inc., Lexington (l)	1,003,764,000	930,260,259	90		34,246	80	242
99	Colonial Mortgage Co., Montgomery, Ala	997,874,444	1,054,475,054	83		34,610	46	308
100	Fidelity Bond & Mortgage Co., Philadelphia	989,634,959	970,542,365	87		33,756	106	2

(a)—Excluding loans owned by mortgage companies. (b)—Formerly Banco Mortgage Co. (c)—Formerly Mortgage Associates Inc. (d)—Formerly a division of First Interstate Bank of Calif., Los Angeles, it became a mortgage company subsidiary of First Interstate Bancorp. in Aug. 1982. (e)—Formerly Colwell Co. It changed name when it acquired four mortgage company subsidiaries of Baldwin-United Corp., Cincinnati. (f)—Formerly Charter Mortgage Co. (g)—Formerly Utah Mortgage Loan Corp. (h)—Formerly Sherwood & Roberts, Inc. (i)—Formerly Citicorp Person-to-Person Inc. (j)—Formerly Percy Wilson Mortgage & Finance Corp., Chicago. (k)—Formerly First Denver Mortgage Co. (l)— A division of Eagle Mortgage and Investment Co. (r)—Rank that company would have had, if it had been a mortgage company on 6/30/82. N.A.—Not available.

The Top 300 Mortgage Companies

Based on Volume of Permanent Mortgages Serviced on June 30, 1983 (a)

Compiled by American Banker Copyright 1983

Rank 6/30/83	Name of Firm & Headquarters City	Dollar Volume of Mortgages Serviced 6/30/83	6/30/82	Rank 6/30/82	Gain in Rank	No. of Mortgages Serviced 6/30/83	No. of Investors 6/30/83 Excluding GNMA Pools	GNMA Pools
101	Barnett Mortgage Co., Jacksonville, Fla.	975,716,000	710,642,000	107	+ 6	32,109	100	280
102	Citiznes & Southern Commercial Corp., Tucker, Ga.	951,878,139	879,641,260	95		26,972	208	179
103	Trust Company Mortage, Atlanta, Ga.	905,253,725	812,000,000	99		26,643	140	121
104	Countrywide Funding Corp., Inc., Los Angeles	896,635,810	647,956,090	121	+17	18,411	49	378
105	Continental, Inc., Seattle	887,690,945	771,856,250	102		16,730	68	167
106	Valley National Mortgage Co., Phoenix	853,841,994	850,000,000	96		27,135	50	48
107	Westland Mtge Service Co., Sacramento, Calif.	843,527,220	692,207,249	111	+ 4	20,228	28	220
108	U.S. Mortgage Corp., Westmont, N.J.	839,658,955	444,029,133	151	+43	12,936	9	357
109	United Mortgage Corp., Minneapolis	829,483,506	477,783,041	145	+36	14,941	28	208
110	International Mortgage Co., Santa Monica, Calif.	824,000,000	788,418,000	100		17,360	33	260
111	Republic Realty Mortgage Corp., Chicago	807,210,000	673,715,526	116	+ 5	866	31	1
112	Draper & Kramer, Inc., Chicago	805,000,000	640,926,983	123	+11	8,054	42	73
113	Banc One Mortgage Corp., Dayton, Ohio (b)	804,340,000	389,757,000	166	+53	25,490	60	82
114	Western American Financial Corp., Phoenix	796,871,000	759,691,000	104		21,605	47	77
115	Intercounty Mortgagee Corp., Hempstead, N.Y.	796,260,400	475,000,000	146	+31	18,046	18	341
116	H. S. Pickrell Co., Phoanix	785,335,900	649,984,856	120	+ 4	13,147	47	161
117	Bancwest Mortgage Corp., Phoenix	770,337,575	741,920,598	105		19,670	62	74
118	Wallace Moir Co., Beverly Hills, Calif.	757,256,074	687,848,584	113		1,596	9	0
119	L. J. Melody & Co., Houston	750,212,190	633,712,915	124	+ 5	134	9	0
120	Dominion Bankshares Mortgage Corp., Fairfax, Va.	745,767,379	816,500,000	98		20,939	60	97
121	Liberty Mortgage Co., Oklahoma City	745,742,712	578,486,705	131	+10	16,356	85	161
122	Universal Mortgage Corp., Milwaukee, Wis.	738,917,892	678,762,601	115		21,551	87	246
123	Gulf Coast Investment Corp., Houston	737,834,423	652,682,102	119		27,849	95	223
124	Investor's Mortgage Service Co., Los Angeles	718,640,037	600,000,000	128	+ 4	19,994	69	154
125	Pan American Mortgage Corp., Miami	717,907,756	736,639,381	106		27,858	167	106
126	First Interstate Real Estate Services Co., Denver	716,496,849	496,394,094	141	+15	17,383	342	116
127	Hinton Mortgage & Investment Co., Dallas	708,000,000	569,513,766	133	+ 6	18,343	92	277
128	United Jersey Mortgage Co., Hackensack, N.J.	697,597,264	699,834,804	110		11,915	0	0
129	Rothschild Financial Corp., St. Paul, Minn.	679,000,000	584,000,000	130	+ 1	20,500	200	62
130	Molton, Allen & Williams, Inc., Birmingham, Ala.	663,640,694	.....			19,390	137	31
131	Baird & Warner, Inc., Chicago	650,000,000	543,000,000	138	+ 7	650	50	2
132	James E. McGehee & Co., Inc., Memphis, Tenn.	650,000,000	244,827,041	174	+42	12,000	70	28
133	Arvida Mortgage Co., Clearwater, Fla.	647,972,517	647,834,809	122		15,246	68	115
134	Mason-McDuffie Mortgage Co., Alamo, Calif.	644,317,491	.....			8,911	20	148
135	Wye Mortgage Corp., Baltimore	643,040,000	632,547,000	125		7,892	26	2
136	Deposit Guaranty Mortgage Co., Jackson, Miss.	639,623,410	598,113,893	128		26,633	96	150
137	Walker & Dunlop, Inc., Washington, D.C.	632,724,000	597,748,611	129		272	21	3
138	WestAmerica Mortgage Co., Englewood, Colo.	631,000,000	N.A.			11,575	46	150
139	PB Mortgage Corp., Haddonfield, N.J. (c)	630,626,457	609,672,345	126		16,759	105	76
140	Mercantile Mortgage Corp., Baltimore	608,763,147	515,896,358	140		10,836	46	65
141	Midlantic Mortgage Corp., Newark, N.J.	602,564,524	605,714,155	127		6,054	86	1
142	Robert C. Wilson Co., Houston	595,789,984	530,077,599	139		572	0	0
143	Realbanc Inc., Omaha, Neb.	590,808,065	374,340,099	168	+25	10,841	76	143
144	Indiana Mortgage Corp., Indianapolis	577,229,825	556,000,000	135		10,698	94	20
145	Holland Mortgage & Investment Corp., Houston	573,380,486	468,997,000	148	+ 3	12,122	165	.....
146	Dade Savings Mortgage Corp., Woodland Hills, Calif. (d)	559,593,884	558,768,169	134		15,224	115	18
147	Gulfco Capital Management Inc., Jacksonville, Fla.	559,539,815	570,654,238	132		8,107	17	0
148	American Mortgage & Investment Co., Oklahoma City	557,877,601	493,870,797	142		18,702	117	109
149	Georgia Co., Columbus	550,968,170	298,236,269	196	+47	22,868	44	145
150	Drew Mortgage Co., Houston	550,000,000	432,000,000	157	+ 7	11,521	55	65
151	MNC National Mtge Corp., Southfield, Mich.	547,817,433	470,734,848	147		19,688	52	128
152	Washington Mortgage Co., Inc., Seattle	527,539,831	348,155,826	184	+32	4,113	54	4*
153	U.S. Home Mortgage Corp., Clearwater, Fla.	525,000,000	438,000,000	155	+ 2	10,500	33	101
154	Honolulu Mortgage Co., Inc.	525,000,000	448,000,000	150		9,596	70	40
155	USLife Real Estate Services Corp., Dallas	522,488,819	.....			4,323	25	0
156	Colonial Mortgagee Corp., Melville, N.Y.	506,000,000	400,364,000	162	+ 6	13,149	37	158
157	Leader Mortgage Co., Cleveland	504,582,203	305,000,000	193	+36	31,468	78	104
158	Bailey Mortgage Co., Jackson, Miss.	502,794,000	489,451,000	143		22,836	93	171
159	Midland Mortgage Corp., Detroit	497,800,000	548,956,000	136		20,700	126	120
160	BancOhio Mortgage Co., Columbus	491,000,000	.....			16,000	25	0
161	McCaughan Mortgage Co., Inc., Coral Gables, Fla.	490,000,000	456,709,770	149		22,500	60	50
162	Larson Mortgage Co., Plainfield, N.J.	481,871,433	401,371,345	161		12,931	138	107
163	W. Lyman Case & Co., Columbus, Ohio	480,000,000	350,000,000	183	+20	280	12	0
164	EPIC Mortgage, Inc., Falls Church, Va.	476,761,664	.....			6,503	0	0
165	Detroit Mortgage & Realty Co.	475,746,572	482,250,462	144		10,734	16	0
166	Gershman Investment Corp., St. Louis	475,565,501	351,655,917	182	+16	18,696	113	89
167	First Investment Co., Columbus, Ohio	465,126,649	443,892,895	152		21,263	73	197
168	Hammond Co., Newport Beach, Calif.	464,000,000	439,186,838	154		5,096	27	11
169	New York Urban Servicing Co., Inc.	454,140,000	441,500,000	153		207	5	0
170	American Continental Mortgage Co., Phoenix, Ariz.	452,772,839	.....			6,489	13	216
171	Sibley Corp., Rochester, N.Y.	448,474,910	369,019,843	172	+ 1	11,108	48	129
172	Northwestern Mortgage Corp., Charlotte, N.C. (e)	447,000,000	358,932,000	176	+ 4	15,000	41	136
173	Tucker Brothers, Inc., Jacksonville, Fla.	446,681,000	358,723,000	177	+ 4	17,523	84	188
174	BA Mortgage & International Realty Corp., San Francisco	444,353,000	279,106,000	204	+30	1,756	42	0
175	Mellon Mortgage, Inc.-West, Denver	430,000,000	352,800,000	180	+ 5	7,800	52	N.A.
176	Bancshares Mortgage Co., Spokane, Wash.	420,862,369	391,743,475	164		8,383	48	11
177	Bank of Virginia Mortgage Corp., Richmond	420,000,000	426,603,889	158		11,000	52	2
178	Van Schaack & Co., Denver	417,993,252	417,872,700	159		8,889	66	53
179	Zions Mortgage Co., Salt Lake City, Utah	410,525,000	358,464,465	178		11,100	60	35
180	Stockton, White & Co., Raleigh, N.C.	403,673,699	435,724,222	156		11,330	62	48
181	Wilshire Mortgage Corp., Burbank, Calif.	398,969,836	258,029,115	213	+32	6,581	16	12
182	Seattle Mortgage Co.	396,000,000	353,000,000	179		8,849	20	127
183	W. Ross Campbell Co., Los Angeles	395,593,413	371,280,093	170		69	4	0
184	Conservative Mortgage Co., Minneapolis	384,661,703	314,027,825	190	+ 6	12,373	53	136
185	Dale Funding Corp., Hempstead, N.Y.	383,350,000	252,161,163	220	+35	9,954	16	143
186	Carolina National Mortgage Investment Co., Inc., Charleston, S.C.	380,000,000	352,476,000	181		13,801	73	97
187	Statewide City Mortgage Corp., Carmichael, Calif.	379,441,599	341,475,337	186		7,157	26	42
188	Millikin Mortgage Co., Decatur, Ill.	374,778,444	N.A.			15,085	10	181
189	Regional Investment Co., Leawood, Kan.	371,944,053	394,501,585	163		14,871	83	161
190	National Mortgage Corp. of America, Dallas	371,148,555	281,247,110	202	+12	20,851	29	158
191	Shelter America Corp., Aurora, Colo.	371,000,000	256,000,000	216	+25	23,350	N.A.	285
192	Southwest Mortgage Co., Albuquerque, N.M.	370,850,345	260,395,462	209	+17	8,197	30	99
193	Housing Mortgage Corp., Pittsburgh	369,783,039	346,390,000	185		12,915	102	29
194	Globe Mortgage Co., Hackensack, N.J.	367,439,901	289,107,068	199	+ 5	8,360	37	80
195	U.S. Bancorp Mortgage Co., Portland, Ore.	367,318,299	.....			17,408	102	115
196	Eberhardt Co., Minneapolis	366,350,404	310,321,159	191		5,872	70	52
197	Oklahoma Mortgage Co., Inc., Oklahoma City	364,398,672	327,519,551	189		13,942	75	105
198	Moore Mortgage Co., Denver	362,075,678	258,167,594	211	+13	7,003	89	93
199	Mager Mortgage Co., Tulsa, Okla.	361,517,000	255,343,783	218	+19	12,000	50	0
200	Lowell, Smith & Evers, Inc., Garden City, N.Y.	361,000,000	372,000,000	169		15,000	31	92

(a)—Excluding loans owned by mortgage companies. (b)—Formerly Winters National Mortgage Corp., Piqua, Ohio. (c) —Formerly Heritage Mortgage Finance, Co., Haddonfield, N.J. (d)—Changed location from Panorama City, Calif. to Woodland Hills, Calif. (e)—Formerly First Atlantic Corp.,Charlotte, N.C. N.A.—Not available.

The Top 300 Mortgage Companies

Based on Volume of Permanent Mortgages Serviced on June 30, 1983 (a)

Compiled by American Banker Copyright 1983

Rank 6/30/83	Name of Firm & Headquarters City	Dollar Volume of Mortgages Serviced 6/30/83	Dollar Volume of Mortgages Serviced 6/30/82	Rank 6/30/82	Gain in Rank	No. of Mortgages Serviced 6/30/83	No. of Investors 6/30/83 Excluding GNMA Pools	No. of Investors 6/30/83 GNMA Pools
201	Doan-Western Inc., Denver	360,000,000	400,000,000	162		700	3	0
202	James B. Nutter & Co., Kansas City, Mo.	359,000,000	333,000,000	187		13,833	71	49
203	Sheahan Financial Co., Clayton, Mo.	357,324,558	302,894,000	194		14,824	87	44
204	Sunbank Mortgage Co., Orlando, Fla.	349,517,295	261,772,378	208	+ 4	9,962	56	10
205	Investors, Inc., Lubbock, Texas	347,455,768	177,280,707	262	+57	9,241	63	73
206	Adams/Cates Co., Atlanta	344,682,686	365,142,421	173		1,159	12	0
207	Merchants Mortgage Corp., Indianapolis	340,000,907	308,836,491	192		7,211	66	14
208	Bell Investment Co., Burlington, Iowa	340,000,000	360,000,000	175		1,000	3	0
209	Directors Mortgage Loan Corp., Riverside, Calif.	335,390,454	188,016,269	254	+45	5,800	7	79
210	Third National Mortgage Co., Nashville, Tenn.	333,920,393	276,118,998	205		6,776	71	38
211	First California Mortgage Co., Larkspur	326,000,000	-----	...		4,600	27	63
212	Laurance Eustis Mortgage Corp., New Orleans	324,369,000	230,513,106	228	+16	5,213	26	52
213	August Kohn & Co., Inc., Columbia, S.C.	321,165,855	285,692,477	200		10,105	68	60
214	First Mortgage Corp., West Covina, Calif.	304,130,548	251,026,000	222	+ 8	6,020	9	77
215	Hartger & Willard Mortgage Associates, Inc., Grand Rapids, Mich.	300,000,000	290,620,500	197		1,300	24	12
216	Embanque Capital Corp., Garden City, N.Y.	300,000,000	110,000,000	314	+98	7,500	40	172
217	Home Mortgage Co. of El Paso, Tex.	295,000,000	328,723,316	188		9,900	48	73
218	Jones-Cox Mortgage Corp., Dallas	294,821,591	256,299,634	215		502	12	0
219	Missouri Valley Investment Co., Prairie Village, Kan.	287,000,000	125,000,000	296	+77	7,746	37	16
220	Glenn Justice Mortgage Co., Inc., Dallas	287,000,000	300,551,243	195		8,186	66	0
221	First Commercial Mortgage Co., Little Rock, Ark. (b)	284,000,000	251,629,212	221		8,406	63	83
222	Grootemaat Corp., Milwaukee, Wis.	283,620,046	256,397,953	214		9,926	60	70
223	Beverly Hills Securities Co., Los Angeles	280,521,812	211,288,976	233	+10	5,845	18	68
224	South Coast Mortgage Co., San Antonio, Tex.	280,374,893	283,175,245	201		13,449	110	49
225	Alaska Pacific Mortgage Co., Anchorage	279,956,000	-----	...		3,004	30	0
226	Pine State Securities Corp., Tucker, Ga.	278,375,667	164,986,009	270	+44	7,387	58	49
227	Mid-States Mortgage Corp., Southfield, Mich.	275,859,471	289,551,000	198		8,932	67	21
228	Jackson Co., Birmingham, Ala.	270,662,973	232,272,740	227		4,850	24	12
229	Kirk Mortgage Co., Philadelphia	268,758,000	258,565,581	210		15,272	30	26
230	Calumet Securities Corp., Schererville, Ind.	267,164,148	236,500,000	225		11,833	47	4
231	Thomas D. Wood & Co., Miami	260,131,817	218,501,068	230		224	12	0
232	Guardian Mortgage Co., Inc., Grand Blanc, Mich.	260,000,000	238,000,000	224		7,400	65	51
233	Mountain States Financial Corp., Albuquerque, N.M.	260,000,000	255,667,000	217		14,786	30	87
234	Colorado National Mortgage Co., Denver	259,945,361	258,105,196	212		5,087	117	4
235	R & G Mortgage Corp., Hato Rey, P.R.	259,643,255	206,483,013	240	+ 5	7,346	26	118
236	Dickson, Logan, Todd & Barber, Inc., Raleigh, N.C.	257,000,000	-----	...		356	10	0
237	Mercury Mortgage Co., Inc., Tulsa, Okla.	254,583,000	208,552,578	238	+ 1	9,105	30	97
238	Southern National Mortgage Co., Charlotte, N.C.	251,000,000	100,361,728	321	+83	6,100	33	100
239	Rotan Mosle Mortgage Co., Houston	250,000,000	200,500,000	246	+ 7	200	10	0
240	Stanwell Mortgage, Concord, Calif.	249,328,665	210,000,000	235		5,350	55	9
241	United Michigan Mortgage Co., Flint	248,513,993	254,156,594	219		10,715	24	0
242	Bank South Mortgage Corp., Atlanta	243,000,000	207,131,716	239		6,562	55	63
243	Mission Hills Mortgage Corp., Tustin, Calif.	238,000,000	-----	...		3,240	5	55
244	Fidelity Investment Co., Wichita, Kan.	237,500,631	214,886,568	231		8,531	40	62
245	John Burnham & Co., San Diego, Calif.	234,700,000	234,461,301	226		899	12	0
246	St. Joseph Mortgage Co., South Bend, Ind.	232,000,000	N.A.	...		5,000	81	23
247	Megapolitan Mortgage Co., Denver	230,000,000	229,098,748	229		3,200	120	0
248	Bankers' Funding Corp., Newport Beach, Calif.	225,392,135	195,000,000	250	+ 2	4,468	21	0
249	BMFC, Inc., Boston	223,020,147	167,510,831	268	+19	45	7	13
250	Spokane Mortgage Co., Wash.	222,076,000	194,122,699	251	+ 1	6,265	24	87
251	Wortman & Mann, Inc., Jackson, Miss.	219,097,444	199,786,841	248		8,045	28	55
252	First Deed Corporation, Walnut Creek, Calif.	218,000,000	-----	...		3,779	10	0
253	York Associates, Inc., Washington, D.C.	211,532,000	-----	...		N.A.	0	45
254	Cowger & Miller Mortgage Co., Inc., Louisville, Ky.	210,500,000	170,910,815	267	+13	6,800	32	55
255	Arlington Mortgage Co., Inc., Falls Church, Va.	210,429,149	205,633,761	241		8,194	73	2
256	Dwyer-Curlett & Co., Los Angeles	210,400,000	205,321,000	243		1,947	16	0
257	Inland Mortgage Co., Inc., Indianapolis	210,242,488	116,283,378	307	+50	6,310	54	42
258	Lincoln Financial Corp., Clearwater, Fla.	210,000,000	-----	...		8,073	16	64
259	Columbia Mortgage Co., Portland, Ore.	210,000,000	180,200,000	259		4,000	40	3
260	Hancock Mortgage Corp., Gulfport, Miss.	209,094,530	191,654,248	252		5,592	47	53
261	American National Mortgage Co., Inc., Fort Worth, Tex.	209,000,000	173,591,265	265	+ 4	5,547	55	46
262	Valley Mortgage Corp., Salt Lake City, Utah	207,840,734	201,353,000	244		3,894	51	0
263	Republic National Mortgage Corporation of Texas, Dallas	207,000,000	200,268,159	247		2,295	8	0
264	Kelly Mortgage & Investment Co., Flint, Mich.	205,853,708	210,000,000	237		7,762	25	0
265	First Financial Corp., Waco, Tex.	204,138,211	153,214,367	276	+11	14,101	0	470
266	Westar Mortgage, Santa Rosa, Calif. (c)	201,537,000	190,253,000	253		4,266	21	0
267	Fullerton Mortgage & Escrow Co., Calif.	198,000,000	180,000,000	260		4,545	26	50
268	Towle Real Estate Co., Minneapolis	196,972,333	184,776,274	257		676	24	0
269	GECC Financial Corp., Honolulu	195,952,135	182,640,906	258		2,543	43	0
270	Security Savings Mortgage Corp., North Canton, Ohio	195,874,267	-----	...		8,792	100	40
271	Capital Mortgage Corp., Farmington Hills, Mich.	195,258,235	205,460,744	242		9,308	39	56
272	AmBank Mortgage Co., Baton Rouge, La.	194,216,000	186,069,631	256		5,381	21	20
273	Pool Mortgage Co., Chickasha, Okla.	191,384,000	135,600,277	291	+18	6,063	63	43
274	Hawkeye Bancorp Mortgage Co., Des Moines, Iowa	190,778,618	-----	...		6,915	16	35
275	Alta Mortgage Co., Concord, Calif.	182,000,000	147,264,028	282	+ 7	3,327	14	24
276	Dobson & Johnson, Inc., Nashville, Tenn.	181,000,000	180,000,000	261		4,235	20	19
277	Beneficial Standard Mortgage Co., Los Angeles	179,864,000	159,975,000	274		1,124	9	0
278	First Fidelity Mortgage Corp., Atlanta	177,000,000	N.A.	...		28	4	0
279	Holliday Mortgage Corp., Tulsa, Okla.	175,000,000	98,450,387	324	+45	157	18	0
280	Firstbank Mortgage Corp., Manchester, N.H.	171,000,000	138,853,000	287	+ 7	4,600	50	0
281	Pioneer Mortgage Corp., Shreveport, La.	170,204,000	158,748,146	275		6,900	28	49
282	First City Mortgage Co., Dallas	170,000,000	162,330,000	271		2,500	55	0
283	Turner Corporation of Oklahoma, Inc., Tulsa	168,618,783	146,000,000	283		5,108	52	34
284	Inter-City Mortgage Corp., Washington, D.C.	162,083,936	162,038,454	272		3,443	4	2
285	Carey Winston Co., Bethesda, Md.	161,613,097	151,449,950	277		3,298	36	30
286	Boulevard Mortgage Co., Philadelphia	161,446,793	147,351,153	281		7,227	36	44
287	North Pacific Mortgage Co., Seattle	160,000,000	161,250,000	273		36	3	0
288	Colonial Mortgage Corp., Landover, Md. (d)	157,000,000	172,052,280	266		5,293	33	7
289	Harry Mortgage Co., Oklahoma City, Okla.	153,426,393	124,613,000	298	+ 9	5,211	48	0
290	Tracy Mortgage Co., Salt Lake City, Utah	153,330,943	140,118,547	286		3,988	28	23
291	Federated Financial Mortgage Corp., Atlanta	153,000,000	210,000,000	236		3,748	29	1
292	Lindsey & Co., Inc., Sacramento, Calif.	151,334,449	140,469,798	285		1,979	14	1
293	Leedy Mortgage Co., Inc., Birmingham, Ala.	150,555,311	136,511,000	290		8,999	62	3
294	Flynn Investment Co., Harlingen, Tex.	146,633,210	137,082,428	288		6,164	59	0
295	Singleton Mortgage Corp., Memphis (e)	143,000,000	120,000,000	305	+10	4,600	27	1
296	Justice Mortgage Co., Inc., Dallas	140,000,000	116,780,613	306	+10	3,931	21	11
297	A.E. Landvoigt, Fairfax, Va.	137,606,547	130,000,000	293		2,383	16	46
298	Marsh Associates, Inc., Charlotte, N.C.	137,276,747	123,255,516	300	+ 2	5,020	20	85
299	North American Mortgage Corp., St. Petersburg, Fla.	136,341,798	-----	...		3,701	16	0
300	Central Mortgage Bancshares, Inc., Springfield, Mo.	135,414,054	123,000,000	302	+ 2	5,810	34	41

(a)—Excluding loans owned by mortgage companies. (b)—Formerly First National Mortgage Co. (c)—Formerly Independent Bankers Mortgage Corp. (d)—Changed location from Washington D.C. to Landover, Md. (e)—Formerly Percy Galbreath & Son, Inc. N.A.—Not available.

Required Reading

Continued from page 14

tant will be the willingness of the nations of the developing world to face up to the urgent task of widening their sources of funding through judicious amounts of essentially equity capital in the form of direct foreign investments.

I know that it is fashionable to recall that our own nation's industrial development in the second half of the 19th century was financed in part through an enormous inflow of external debt. But that was long term and at fixed rates.

Clearly, it is unrealistic to think that we can return to those conditions any time soon. But it is equally unrealistic to think that we can long continue the funding practices of the 1970s.

In conclusion, let me summarize the prospects as I see them, both for our own domestic economy and for the resumption of progress in the developing world.

On the home front, we clearly have much going for us. In fact, it is possible to argue that we could be one the threshold of a dramatic new period of noninflationary growth. But one challenge remains: namely, credible progress in getting our federal deficits under control.

In the developing world, we can point to similar good news during the past year. The IMF programs by and large are working. But, as I have suggested, much work lies ahead.

Progress Born of Cooperation

Given the progress, born of cooperation, that we have seen in the past 12 months, I am confident that we can once again return to more traditional patterns of economic expansion. But it will not just happen.

Quite the contrary, it will require a rejection of protectionism, a toning down of nationalism, and new ways of thinking on the part of our international agencies as well as governments in both the developed and developing world alike. ■

Mortgage Cos. . . .

Continued from page 6

• Five new companies appeared in the top 100. Two of them, the 11th ranked First Interstate Mortgage Co., Pasadena, Calif., and 69th ranked RIHT Mortgage Corp., Charlotte, N.C., were commercial bank spinoffs. And a third, the 12th place Goldome Realty Credit Corp., Buffalo, was formed by a saving's bank.

• The company which advanced the most places in the survey was Embanque Capital Corp., Garden City, N.Y., moving up 98 slots to place 216. Servicing at Embanque rocketed 172% to $300 million.

Jumping 83 places was Southern National Mortgage Co., Charlotte, N.C., to rank 238th, after servicing rose 150% to $251 million. Advancing 77 places were Missouri Valley Investment Co., Prairie Village, Kan., to come in at 219th and Troy & Nichols Inc., Monroe, La., which placed 40th. Servicing for these two companies rose at impressive rates of 130% and 229%, respectively.

With the exception of Embanque Capital Corp., all of these companies reported acquiring additional servicing. ■

Addition

On Friday, Talman Home Mortgage Corp., Chicago, reported to the American Banker that the volume of its mortgages serviced for others totaled $5.183 billion on June 30.

If Talman had reported its data on time, it would have ranked 10th in the American Banker listing of the Top 300 Mortgage Companies, which begins on page 26 of this edition.

Talman Home Mortgage is a subsidiary of Talman Federal Savings and Loan Association, Chicago. It was established in 1981 and at midyear was servicing 147,300 loans for 112 investors and 431 Government National Mortgage Association pools. ■

Bank Loses President To Brokerage Firm

ST. LOUIS — James Oates, president of MetroBancholding Corp. here, will resign next month to join a Boston brokerage firm.

On Nov. 1, Mr. Oates will take over as president and chief operating officer of Burgess & Leith Inc. At about the same time, Metro is to be acquired by Boatmen's Bancshares of St. Louis.

Mr. Oates said he foresees a "fairly short-term possibility" of succeeding Al Moore, 63, as the brokerage firm's chief executive.

Burgess & Leith has 22 offices, all in New England. It is 51% owned by Phoenix Mutual Life Insurance Co.; officers and directors own the rest of the stock."

Mr. Oates, 37, said he thought that, in an era of deregulation, banking experience would serve him well in the brokerage business. He also said he expects to impose a more formal organizational structure at the firm, which he said is now "a loose confederation of brokers."

Mr. Oates has been with the Metro bank group for six years and helped form the holding company in 1980. He also played a key role in arranging the sale to Boatmen's.

Metro owns three banks in the St. Louis area and has assets of about $440 million. ■

Klima Is President of First Natl. Pennsylvania

ERIE, Pa. — Lawrence F. Klima, executive vice president in the investment division of First National Bank of Pennsylvania, has become president of the bank, succeeding Joseph A. Petrucelli.

Mr. Klima joined First National in 1969 as assistant vice president in the investment division. He had previously been an account executive at Merrill Lynch, Pierce, Fenner, & Smith Inc. He became vice president of the First in 1972 and senior vice president in 1974. He has been a member of the board of directors of the First Pennsylvania Corp. since 1976. ■

Dawson to Acquire Stock

KANSAS CITY — The Federal Reserve Bank of Kansas City has approved the application of Dawson Corporation, Lexington, Neb., to acquire 73% of the voting shares of the Mitch Corporation, Mitchell, Neb., proposed parent of First National Bank in Mitchell, Mitchell.

National Thrift Unit Names Carroll to Post

HARRISBURG, Pa. — James F. Carroll Jr., executive director and secretary of the Savings Banks Association of Pennsylvania since it was founded in 1978, will join the new National Council of Savings Institutions, Washington, D.C., as of Dec. 1.

Mr. Carroll, 36, will be vice president for corporate development and state relationships, handling liaisons between the council and state leagues and savings bank associations.

The council, to be formed officially Nov. 1 through the combination of the National Association of Mutual Savings Banks and the National Savings and Loan League, will be headed by M. Todd Cooke, chairman and chief executive of Philadelphia Saving Fund Society. It will have 600 thrift members with assets of $300 billion.

No successor to Mr. Carroll has yet been named. ■

Creditwatch . . .

Continued from page 2

improve, the Chicago bank historically has shown low profit margins.

In the third quarter, Harris earned $6.3 million, compared with $10.9 million in the third quarter of 1982.

Senior debt of Harris, which is the third largest banking company in Illinois, is rated AA+ by Standard & Poor's. Its commercial paper has a A1+ rating.

Bank of Montreal senior debt carries a AA grade, and its commercial paper is rated A1+. ■

To Our Readers

The American Banker would appreciate your comments on the "The Top 300 Mortgage Companies" statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

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Random Thoughts

By SANFORD ROSE

Nearly every analyst's favorite turnaround candidate is now Wells Fargo. After wallowing in the profit doldrums for a couple of years, Wells seems headed for a strong comeback. Indeed, return on assets, which dropped from 68 basis points in 1979 to 52 basis points in 1981, improved to 57 basis points last year and averaged 60 basis points for the first two quarters of this year.

Yet, if nothing untoward happens, the real improvement will surface in 1984 and 1985. One key reason: the character of projected asset-liability runoffs. A few years ago, Wells attempted to close its negative funding gap by buying a lot of intermediate-term funds. Although this money was purchased at rates below those on short-term liabilities, the overall cost was still rather steep, tending to depress earnings.

Now, Wells faces the happy prospect of simultaneously retiring mortgages and consumer loans made five to 10 years ago and liabilities acquired two to three years ago. So the liabilities that will be running off in the next few years will be those acquired at much higher rates

➳ Random Thoughts: Page 4

BofA Top Commercial Bank In Servicing of Mortgages

By L. MICHAEL CACACE

NEW YORK — Bank of America NT&SA, San Francisco, the nation's largest commercial bank in deposits and assets, is now the largest commercial bank in mortgages serviced for others,

US Should Stay in Market, Page 3

with a portfolio of $2.21 billion on June 30. That was up 37% from from a year earlier, when it ranked second.

This is one of the findings of the American Banker's annual survey, being published today, of the top 100 commercial banks in mortgage servicing. In Monday's edition, the American Banker listed the top 300 mortgage companies in the field.

Bank of America replaces First Interstate Bank of California, Los Angeles, as the top bank in the mortgage servicing field. The bank's mortgage servicing division, known as First Interstate Mortgage Co., became a mortgage company subsidiary of First Interstate Bancorp., the bank's parent holding company, in August 1982. First Interstate Mortgage ranked 11th among the top mortgage companies this year, with $4.9 billion in servicing.

There were several other significant changes that affected the rankings of the top 100 banks in the field in the year ending June 30.

➳ Mortgages: Page 47

Republic Begins to Rebuild 'Brand New' Midland Bank

By JOHN P. FORDE

MIDLAND, Tex. — Customers entering RepublicBank First National Midland on Monday saw little change from the bank that was closed by regulators late Friday evening.

"We're making a new name for ourselves," proclaimed a sign outside the bank. All the signs that had previously read First National Bank of Midland had been covered with temporary replacements bearing the RepublicBank Corp. logo.

But aside from stationery and signs, the inside of the bank was the same. The same employees who worked there Friday showed up Monday, and First National's coffee bar, one of the old bank's best-known services, was still stocked with breakfast pastries.

First National Bank of Midland, whose failure was largely attributed to bad energy loans, was the second largest commercial bank, in terms of assets, to close in the country.

Over the weekend, RepublicBank Corp., a Dallas holding company, paid $51.1 million for the failed bank and

1983 US Bank Failures, Page 46

agreed to inject $37 million more in capital into the institution. The new $637 million-asset RepublicBank First National Midland is now the third largest of Republic's banks and its second in the city.

An informal survey of customers leaving the bank Monday morning showed that most were supportive of the new bank but were wary of further changes in the institution.

There were exceptions, however. One man said he was "distressed" that the bank was no longer independent, adding that he would remove his money from the bank and "find somewhere else closer to home to put it."

"Its just a matter of acceptance," said Bill Parker on the idea of a holding company taking over First National. "West Texas is still west Texas, with a certain amount of cultural dislike for outsiders."

The lack of physical change, combined with repeated assurances that the old First National programs would also not change, were the opening shots in RepublicBank Corp.'s campaign here to convince the city that its "No. 1 corporate citizen" will continue many of

➳ Midland: Page 48

INSIDE

International Briefing
The Hong Kong dollar seesawed on exchange markets Monday, following the government's announcement that it would link the British colony's currency to the U.S. dollar in an effort to support its exchange value.....2

Chase Profits Dip
Chase Manhattan's third-quarter net income showed an 11.5% decrease.....2

Citi Payments to Iran Blocked
A federal appeals court has upheld an injunction blocking Citibank NA from honoring Iranian demands for $2.3 million due under letters of credit.....3

No Crowding Out
FNMA does not crowd out the private sector in its mortgage activities and, in fact, does a better job than it is credited with, says its chairman: REQUIRED READING.....6

Mortgage Banking Fall Review

In today's feature section, John Morris describes "Ginnie Mae II," a new futures contract that should allay the Pandora's Box fears of mortgage bankers wishing to enter the futures market, starting on page.....13

Cash Management Annual

Robert M. Garsson tells how the microcomputer has become the key word in cash management, on page.....31

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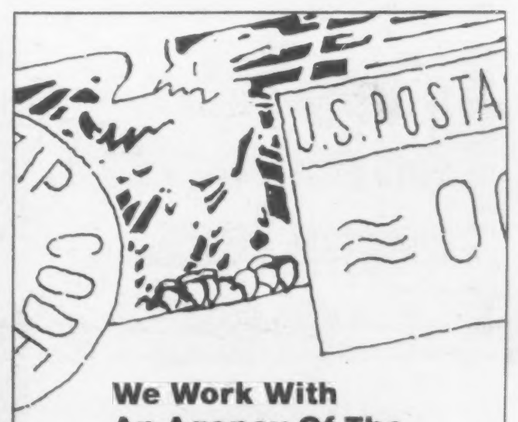

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